

## Press Release

### Kherani Paper Mills Private Limited

September 19, 2022

### Rating Downgraded



Product	Quantum (Rs. Cr)	Long Term Rating	Short Term Rating
Bank Loan Ratings	55.00	ACUITE BBB+   Stable   Downgraded	-
Total Outstanding Quantum (Rs. Cr)	55.00	-	-
Total Withdrawn Quantum (Rs. Cr)	0.00	-	-

### Rating Rationale

Acuite has downgraded its long term rating to '**ACUITE BBB+**' (read as **ACUITE triple B plus**) on the Rs.55.00 crore bank facilities of Kherani Paper Mills Private Limited (KPMPL). The outlook is '**Stable**'.

#### Rationale for rating downgrade

The downgrade in rating is due to moderately aggressive financial risk profile along with capital intensive nature of industry which may result in further deterioration of financial risk profile. Further, the rating takes into the consideration decline in operating margins in FY 2022 as well as working capital intensive nature of operations. The rating also reflects the constrained with respect to capacity wherein capacity utilization for FY 2022 even after the expansion hovers around 90-97%. However, the rating takes into consideration the established market position of the group in the manufacturing of duplex boards and kraft paper segment. It also takes into consideration the augmentation in the revenues by ~58 percent to Rs.1289.73 crore in FY2022 from Rs 812.28 crore majorly due to the higher price realization for the products as well as the adequate liquidity position of the group.

#### About Company

Mumbai based KPMPL is promoted by the G.N. Agarwal group and is engaged in the manufacturing of duplex board. The company was incorporated in 1988 and has its factory situated at Vapi, Gujarat and registered office at Mumbai, Maharashtra. KPMPL manufactures Duplex Boards in different grammages ranging from 180 GSM to 550 GSM. The manufacturing capacity of the plant is 42,000 metric tonne per annum (MTPA).

#### About the Group

Mumbai based GPBL incorporated in 1996 is promoted by the G.N. Agarwal group. The company manufactures Premium Coated Paper Boards (duplex board) & Kraft paper. It has manufacturing units located in Gujarat Industrial Development Corporation (GIDC), i.e. duplex board unit at Vapi and Kraft paper unit at Sarigam. It sells its products through a dealership network to outlets. GPBL also has a duplex board unit operated under its associate company Kherani Paper Mills Private Limited (KPMPL), which caters to a local market while GPBL caters to premium segment. GPBL offers coated packaging board (grey

back) that find its application in serial packing, toys, appliances, industrial packing, top liner on corrugated boxes, garment and shoe packing, medicine boxes, kitchen spices, book covers, and other products; and white back (silica) that are used for dry fruit products, soaps and cosmetics packing, publication covers, among others. The company also provides a blister pack board (grey and white back) that are used for a toothbrush, shaving blades, toys, electronic items, and other applications; and playing cards.

## **Analytical Approach**

### **Extent of Consolidation**

- Full Consolidation

### **Rationale for Consolidation or Parent / Group / Govt. Support**

To arrive at the rating, Acuité has consolidated the business and financial risk profiles of Gayatrishakti Paper and Boards Limited (GPBL) and Kherani Paper Mills Private Limited (KPMPL), hereinafter referred to as G.N. Agarwal group. The consolidation is on account of common management, significant crossholdings, a similar line of business and significant financial linkages among the two entities

## **Key Rating Drivers**

### **Strengths**

#### **Extensive experience of promoters, established position in the paper industry and established dealer network**

GPBL is the flagship company of the G. N. Agarwal group, which is engaged into manufacturing of Premium Coated Paper Boards (duplex board). The Chairman and Managing Director of the company Mr. G. N. Agarwal has been associated with the paper industry for more than three decades. The extensive experience of the promoters and the management has helped the company build strong presence in the market. GPBL and KPMPL have diversified presence on a pan-India basis with more than 150 distributor and dealer networks. The sales for duplex boards and kraft paper are through dealers to reputed clients for manufacturing of packaging products. GPBL and KPMPL have tied up with the printing companies who in turn carry out printing jobs for the end user. The group has a healthy relationship with the dealers over two decades that further reduces the counter party risk. The group has an advantage of the distribution network as dealers provide access to wide range of packing industries such as Food Products, Personal Care, FMCG products, Oral Care & Hygiene Products, e-commerce industry among others. The group caters to healthy portfolio of end consumers including AMUL, Hindustan Unilever Ltd, Colgate Palmolive India Ltd, Kellogg Company, Anchor Health and Beauty Care Pvt Ltd among others.

Acuité believes that the group will continue to benefit from its extensive experience in the paper industry and established market presence through a healthy network of dealers and distributors. In addition, the business risk profile of the group will continue to derive support from strong dealer network.

#### **Location advantage**

The group's manufacturing units are located in Vapi and Sarigam (Gujarat) which is one of the most developed Industrial Zone of Gujarat connected by rail and road. Also, the distance from nearest port i.e. Adani Hazira port is 142 kms for Unit I in Vapi and 160 kms from Unit II in Sarigam. As the group imports waste paper and exports finished goods, the location of the units provides an advantage of low transportation cost upto the ports. The presence of unit in GIDC provides competitive advantage in terms of proximity to raw material, trained work force and marketing. Further, the group has a pan-India presence and caters to international markets through exports.

#### **Augmentation in revenues**

The revenue of the group increased by ~58 percent and stood at Rs.1289.73 crore in

FY22(Prov) compared to revenue of Rs.812.28 crores in FY21. The increase in the revenue is majorly due to the increase in the price realization for the products. The revenues for Q1FY23 stood at ~Rs.398 crores. This shows further revenue visibility for FY23. However even with the increase in the revenues the operating profit margin of the group declined and stood at 8.45 percent in FY22(Prov) compared against 13.00 percent in FY21. The decline in the operating margin is on account of increase in raw material costs. The PAT margin stood at 2.13 percent in FY22(Prov) against 2.92 percent in FY21.

Acuité believes that the group will be able to benefit from the augmentation in the revenues in near to medium term if enough capacity is available. The ability of the group to maintain its margins will remain a key sensitivity in near to medium term.

## **Weaknesses**

### **Moderate financial risk profile**

The group has a moderate financial risk profile marked by moderate tangible network, high gearing levels and moderate debt protection metrics. The tangible net worth of the group stood moderate at Rs.179.73 crore as on 31 March 2022(Prov). The network has improved sequentially from Rs.152.33 crore as on 31 March 2021 due to accretion of profits in reserves. The group has followed a moderately aggressive financial policy in the past as reflected by the peak gearing levels of 2.92 times as on 31 March 2020. The current gearing level of the group has improved yet remains high at 2.30 times as on 31 March 2022(Prov) as against 2.62 times as on 31 March 2021. The total debt of the company comprised of long term debt of Rs.251.18 crores, unsecured loans of Rs.14.59 crores and short term debt of Rs.98.93 crore as on 31 March 2022(Prov). The coverage ratios of the company remained moderate with Interest Coverage Ratio (ICR) of 2.57 times for FY22(Prov) as against 2.41 times for FY21. The Debt Service Coverage Ratio (DSCR) stood at 1.24 times for FY22(Prov) as against 1.38 times for FY21. The total outside liabilities to tangible net worth (TOL/TNW) of the company stood at 3.81 times as on 31 March 2022(Prov) as against 3.24 times as on 31 March 2021.

Acuité believes that the financial risk profile of the group will remain a key sensitivity in the near to medium term considering the capital intensive nature of industry.

### **Working capital intensive operations**

The group's operations are working capital intensive as evident from Gross Current Asset (GCA) of 90 days as on March 31, 2022(Prov), as against 117 days as on March 31 2021. The inventory days stood at 31 days for FY22(Prov) compared against 39 days for FY21. The company receives advance orders and hence the inventory is kept on the basis of the advance orders. Average 30-45 days inventory is kept by the group. The debtor days has improved and stood at 53 days for FY22(Prov) as against 71 days for FY21. Average debtor days are 45-55 days. The creditor days of the group stood at 57 days for FY22(Prov) as against 81 days for FY21. The raw materials, waste paper and pulp are procured by taking a LC for 60-90 days. The average utilization of the working capital limits of the company remained high at ~77 percent in last six months ended July' 22 for KPML and ~81 percent in last six months ended July'22 for GPBL.

Acuité believes that efficient working capital management will be crucial to the group in order to maintain the financial risk profile.

### **Susceptibility of margins to fluctuations in raw material prices**

The duplex board and kraft paper manufacturers in India are exposed to the risk of volatility in waste paper prices, largely due to intense competition. On account of competitive pressures, players face challenges in passing on increased costs to end users. This is reflected by the decline in the operating profit margins to 8.45 percent for FY22(Prov) as against 13.00 percent for FY21. In addition, the profitability of players with power plants is exposed to fluctuation in the prices of coal. Business risk profile will remain constrained by exposure to the downturn in the paper industry. The rise in the prices of duplex paper over that of waste paper is expected to be gradual, rendering the profitability susceptible to volatility in the price of paper.

## **Rating Sensitivities**

Significant improvement in operating performance while maintaining the margins.  
Deterioration in the financial risk profile.  
Stretch in the liquidity position of the group

### Material Covenants

None

### Liquidity position: Adequate

The group has adequate liquidity position marked by adequate net cash accruals against its maturing debt obligations. The company generated cash accruals of Rs.52.05 crore in FY22(Prov) compared against maturing debt obligations of Rs.33.89 crore over the same period. The cash accruals of the company are estimated to remain around Rs.68.72- 95.82 crore during 2023-25 period while its matured debt obligations is estimated to be in the range of Rs.52.95- 65.47 crore during the same period. The company reliance on working capital borrowings is also on a higher side marked by average utilization of working capital limits of ~77 percent during the last six months period ended July' 2022 for KPML and ~81 percent during the last six months ended June'22 for GPBL. The group maintains unencumbered cash and bank balances of Rs.0.49 crore as on March 31, 2022 and the current ratio also stood moderate at 1.10 times as on March 31, 2022.

### Outlook: Stable

Acuité believes that the group will maintain a stable outlook over the near to medium term owing to its experienced management and established market position of the group. The outlook may be revised to 'Positive' in case the company registers healthy growth in revenues while maintaining profitability margins, improvement in capital structure and working capital management. Conversely, the outlook may be revised to 'Negative' in case of a significant decline in revenue, profit margins or deterioration in the financial risk profile, particularly its liquidity most likely as a result of higher than envisaged working capital or capex requirements.

### Other Factors affecting Rating

None

### Key Financials

Particulars	Unit	FY 22 (Provisional)	FY 21 (Actual)
Operating Income	Rs. Cr.	1289.73	812.28
PAT	Rs. Cr.	27.42	23.69
PAT Margin	(%)	2.13	2.92
Total Debt/Tangible Net Worth	Times	2.30	2.62
PBDIT/Interest	Times	2.57	2.41

### Status of non-cooperation with previous CRA (if applicable)

None

### Any Other Information

None

### Applicable Criteria

- Application Of Financial Ratios And Adjustments: <https://www.acuite.in/view-rating-criteria-53.htm>
- Consolidation Of Companies: <https://www.acuite.in/view-rating-criteria-60.htm>
- Default Recognition: <https://www.acuite.in/view-rating-criteria-52.htm>
- Manufacturing Entities: <https://www.acuite.in/view-rating-criteria-59.htm>

## Note on Complexity Levels of the Rated Instrument

<https://www.acuite.in/view-rating-criteria-55.htm>

### Rating History

Date	Name of Instruments/Facilities	Term	Amount (Rs. Cr)	Rating/Outlook
02 Sep 2021	Term Loan	Long Term	20.00	ACUITE A-   Stable (Upgraded from ACUITE BBB+   Stable)
	Term Loan	Long Term	10.00	ACUITE A-   Stable (Upgraded from ACUITE BBB+   Stable)
	Cash Credit	Long Term	25.00	ACUITE A-   Stable (Upgraded from ACUITE BBB+   Stable)
31 Aug 2020	Term Loan	Long Term	10.00	ACUITE BBB+   Stable (Assigned)
	Cash Credit	Long Term	15.00	ACUITE BBB+   Stable (Assigned)
	Term Loan	Long Term	20.00	ACUITE BBB+   Stable (Assigned)
	Cash Credit	Long Term	10.00	ACUITE BBB+   Stable (Assigned)

**Annexure - Details of instruments rated**

<b>Lender's Name</b>	<b>ISIN</b>	<b>Facilities</b>	<b>Date Of Issuance</b>	<b>Coupon Rate</b>	<b>Maturity Date</b>	<b>Quantum (Rs. Cr.)</b>	<b>Rating</b>
Axis Bank	Not Applicable	Cash Credit	Not Applicable	Not Applicable	Not Applicable	25.00	ACUITE BBB+   Stable   Downgraded
Not Applicable	Not Applicable	Proposed Long Term Bank Facility	Not Applicable	Not Applicable	Not Applicable	6.75	ACUITE BBB+   Stable   Downgraded
Axis Bank	Not Applicable	Term Loan	01-12-2020	9.65	01-12-2027	7.75	ACUITE BBB+   Stable   Downgraded
Aditya Birla Finance Limited	Not Applicable	Term Loan	01-12-2020	10.00	01-12-2027	15.50	ACUITE BBB+   Stable   Downgraded

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### About Acuité Ratings & Research

Acuité is a full-service Credit Rating Agency registered with the Securities & Exchange Board of India (SEBI). The company received RBI Accreditation as an External Credit Assessment Institution (ECAI) for Bank Loan Ratings under BASEL-II norms in the year 2012. Acuité has assigned ratings to various securities, debt instruments and bank facilities of entities spread across the country and across a wide cross section of industries. It has its Registered and Head Office in Kanjurmarg, Mumbai.

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